

Message Text

UNCLASSIFIED

PAGE 01 PARIS 10940 141628Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 PASS-00 /021 W
-----150141Z 073128 /12

R 141625Z APR 77
FM AMEMBASSY PARIS
TO SECSTATE WASHDC 1733
INFO USDOC WASHDC

UNCLAS PARIS 10940

E.O. 11652: N/A
TAGS: BEXP, FR
SUBJECT: ADS - REQUEST - AMEX SYSTEMS INC., HAWTHORNE,
CALIF.

TO: ERIC C. SILBERSTEIN, DIRECTOR, USDOC DISTRICT OFFICE,
11777 SAN VICENTE BLVD.- RM. 800, LOS ANGELES,
CALIFORNIA.

1. DUE TO ONSET OF EASTER VACATION PERIOD IN FRANCE,
POST HAS BEEN UNABLE TO RECONTACT ALL FIRMS WHICH
REQUESTED AMEX DOCUMENTATION WITHIN 30 DAY PERIOD
FOLLOWING RECEIPT OF REQUEST.

2. DOCUMENTATION WAS REQUESTED BY:

- M. COUSTILLE
GEOSERVICE
RUE IZAAC NEWTON
93150-LE BLANC MESNIL - TEL. 931 42 43

- M. STARON
CODEVINTEC
48 RUE DE LA BIENFAISANCE
75008 PARIS - TEL. 293 47 09

- SETIM
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16 RUE DE LENINGRAD
75008 PARIS - TEL. 387 98 88
(INDICATED HE HAD ALREADY WRITTEN DIRECTLY TO AMEX)

- M. VOUDRY
TECHMATION
18-24 QUAI DE LA MARNE

75019 PARIS
TEL. 200 11 05

3. POST HAS REQUESTED MORE DOCUMENTATION FROM AMEX
TO DISTRIBUTE TO PROSPECTIVE AGENTS.

4. RECENT MARKET RESEARCH INDICATES THAT NAVIGATION
AIDS AND SYSTEMS ARE AMONG THE PRODUCTS WITHIN THE
FIELD OR SHIPBOARD EQUIPMENT WITH THE BEST SALES
POTENTIAL. US MANUFACTURERS DOMINATE ESPECIALLY THE
SALES OF ADVANCED ELECTRONIC SYSTEMS. OF THE MAJOR
PROSPECTIVE CUSTOMERS MOST SHIPYARDS PARTICULARLY THOSE
FOR LARGE VESSELS HAVE REGISTERED OFFICES IN PARIS.

5. HOWEVER, ONE OF THE FIRMS CONTACTED WAS NOT INTERES-
TED IN REPRESENTING AMEX BECAUSE THEY BELEIVE THE
MARKET IS SATURATED. MARCONI AND THOMPSON CSF ARE
STRONG COMPETITORS IN THE FRENCH MARKET.

6. OCEANEXPO IN BORDEAUX, OCTOBER 1977 WILL BE AN
EXCELLENT OPPORTUNITY TO MAKE CONTACTS IN THE FRENCH
MARKET. THE FIRM MAY ALSO WISH TO CONSIDER PARTICIPA-
TION IN OCEANOGRAPHY INTERNATIONAL WHICH TAKES PLACE
IN BRIGHTON, ENGLAND IN MARCH 1978.
HARLAN

NOTE BY OC/T: PASSED ABOVE ADDEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 14-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977PARIS10940
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770130-0856
Format: TEL
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770457/aaaabxlc.tel
Line Count: 88
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: de3823a5-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 12-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2806432
Secure: OPEN
Status: NATIVE
Subject: ADS - REQUEST - AMEX SYSTEMS INC., HAWTHORNE, CALIF. TO: ERIC C. SILBERSTEIN, DIRECTOR, USDOC DISTRICT
TAGS: BEXP, FR
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/de3823a5-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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EO Systematic Review
22 May 2009
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